

FISCAL YEAR 2020-21 BUDGET WORK SESSION

June 1, 2020

FY 2020-21 Budget Work Session: June 1, 2020

What This Budget Does (and does not) Accomplish (budget overview)

Revenues including COVID Assumptions & Impacts

- General Fund Revenues by Source
- Fire Districts Revenues & Tax Rates Overview
- Fee Schedule Recommended Changes & Updates

Budget Drivers

- Debt Repayment
- Education Overview
- Major Personnel Changes
- Major Operating Increases
- Multi-Year Plans, Facilities Maintenance, and Capital

Fire Districts, Internal Service Fund, and Economic Development

BUDGET OVERVIEW

For the citizens, the recommended budget does:

- Maintain the property tax rate
- Maintain the level of services provided to residents

For the county, the recommended budget does:



- Maintain funding levels for Education



- Add 8 positions to accomplish the Board's identified priorities for Healthy People (Mental Health, Infant Mortality) and Infrastructure (IT & Data Security)



- Retain all existing positions and employees
- Include a 3% merit pool for employees

For the county, the recommended budget also:



- Pauses the annual transfer for capital investment
- Postpones Phase 2 of the market pay plan implementation
- Reduces funding for vehicle replacement and facility maintenance

BUDGET OVERVIEW: ALL FUNDS

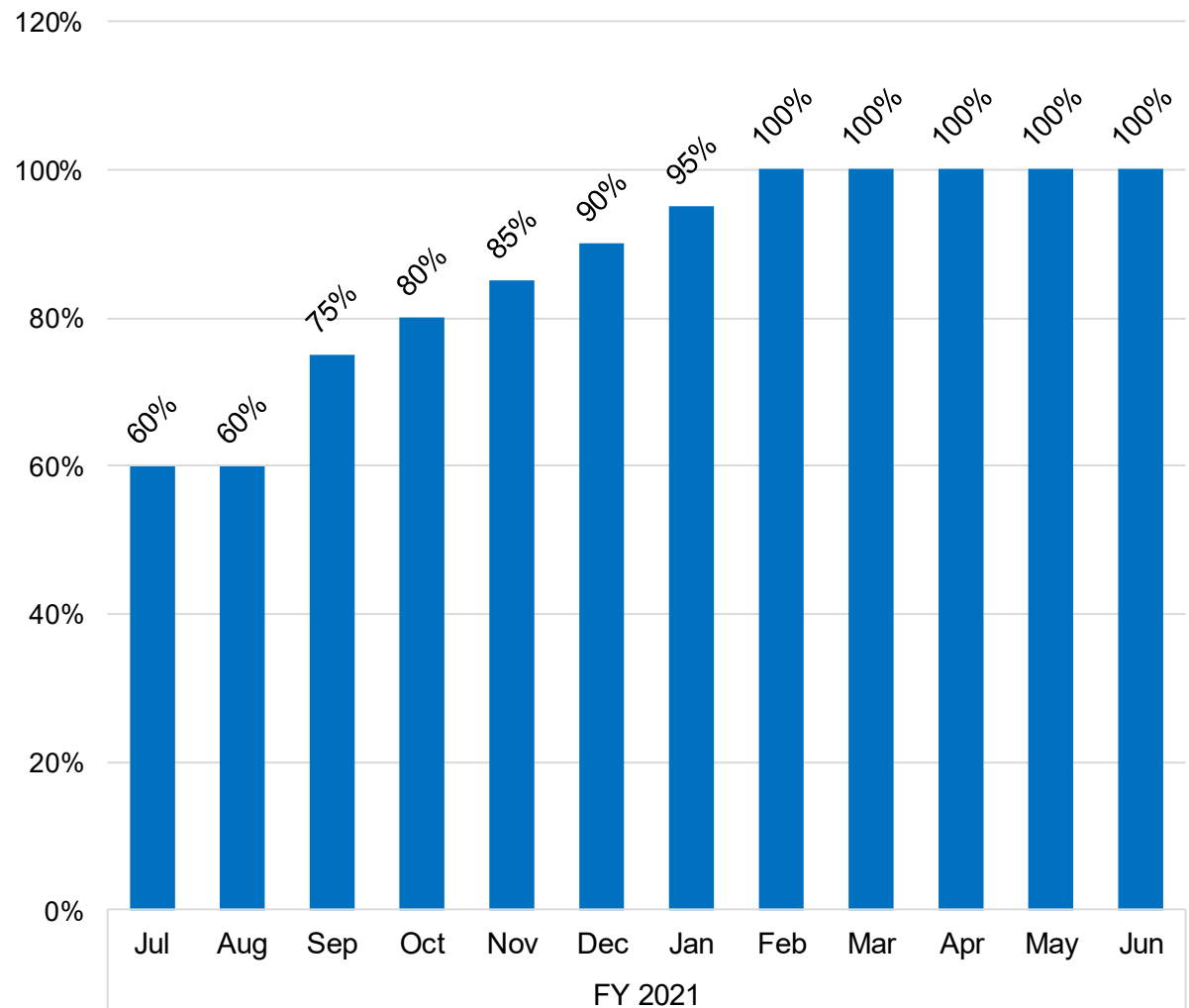
Fund	FY2020 Adopted	FY2021 Recomm	Change	
General	\$ 628,401,050	\$ 633,225,520	\$ 4,824,470	0.8%
County Building Construction	\$ 1,011,000	\$ -	\$ (1,011,000)	-100.0%
Room Occupancy/Tourism	\$ 7,500,000	\$ 7,500,000	\$ -	0.0%
Fire Districts	\$ 20,759,318	\$ 19,909,638	\$ (849,680)	-4.1%
	\$ 657,671,368	\$ 660,635,158	\$ 2,963,790	0.5%
Less Transfers	\$ (1,011,000)	\$ -	\$ 1,011,000	-100.0%
	\$ 656,660,368	\$ 660,635,158	\$ 3,974,790	0.6%
Internal Service Fund Plan				
Risk Management	\$ 3,302,411	\$ 3,696,182	\$ 393,771	11.9%
Health Care	\$ 47,096,065	\$ 51,791,675	\$ 4,695,610	10.0%
	\$ 50,398,476	\$ 55,487,857	\$ 5,089,381	10.1%

BUDGET OVERVIEW: COVID “Recovery Curve”

**13% average reduction
of General Fund
revenues for FY 2021**

Based on:

- NCACC estimates & projections
- National sales data & trends
- 2008-2009 revenue trends
- Changes in retail activity & impacts of stay-at-home orders on movement as of mid-April

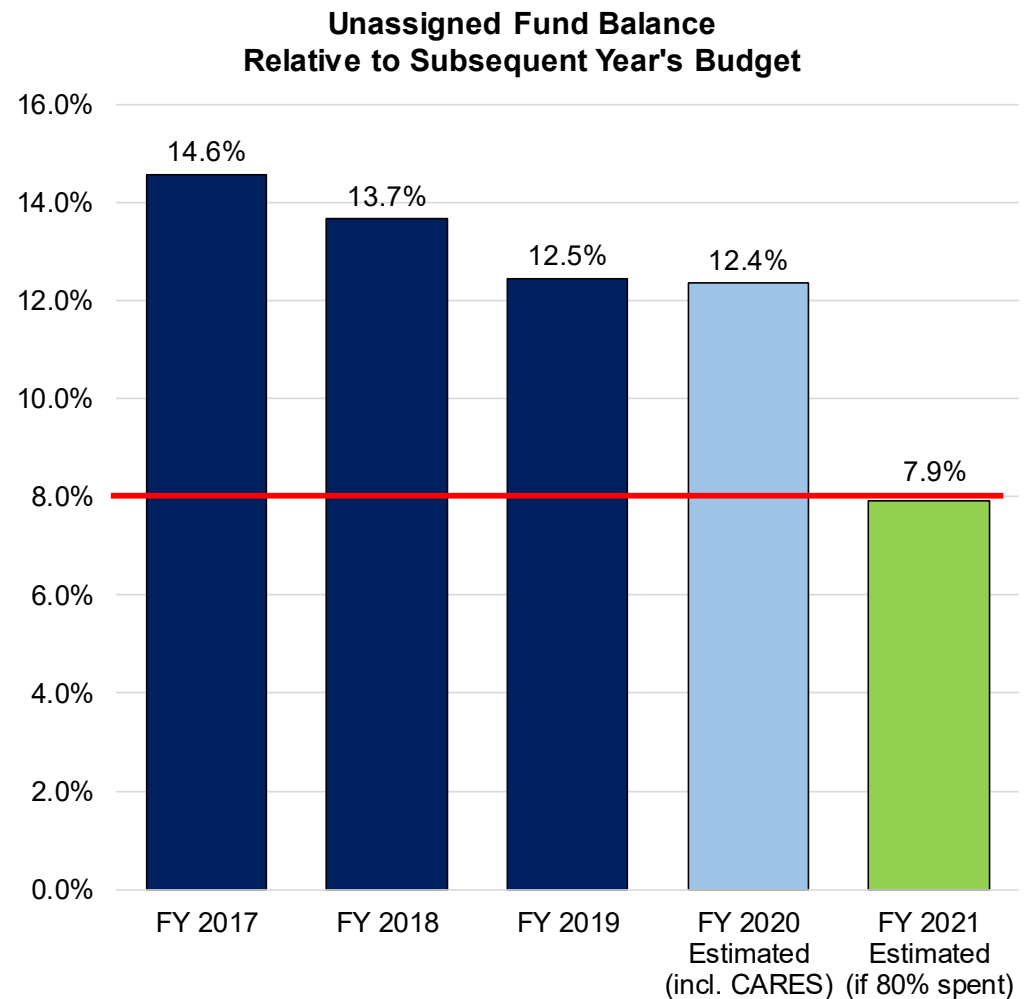


BUDGET OVERVIEW: COVID Impact on FY 2022

\$33.5 million unassigned fund balance budgeted for FY 2021 in the General Fund, a \$13 million increase. This will significantly influence the FY 2022 budget.

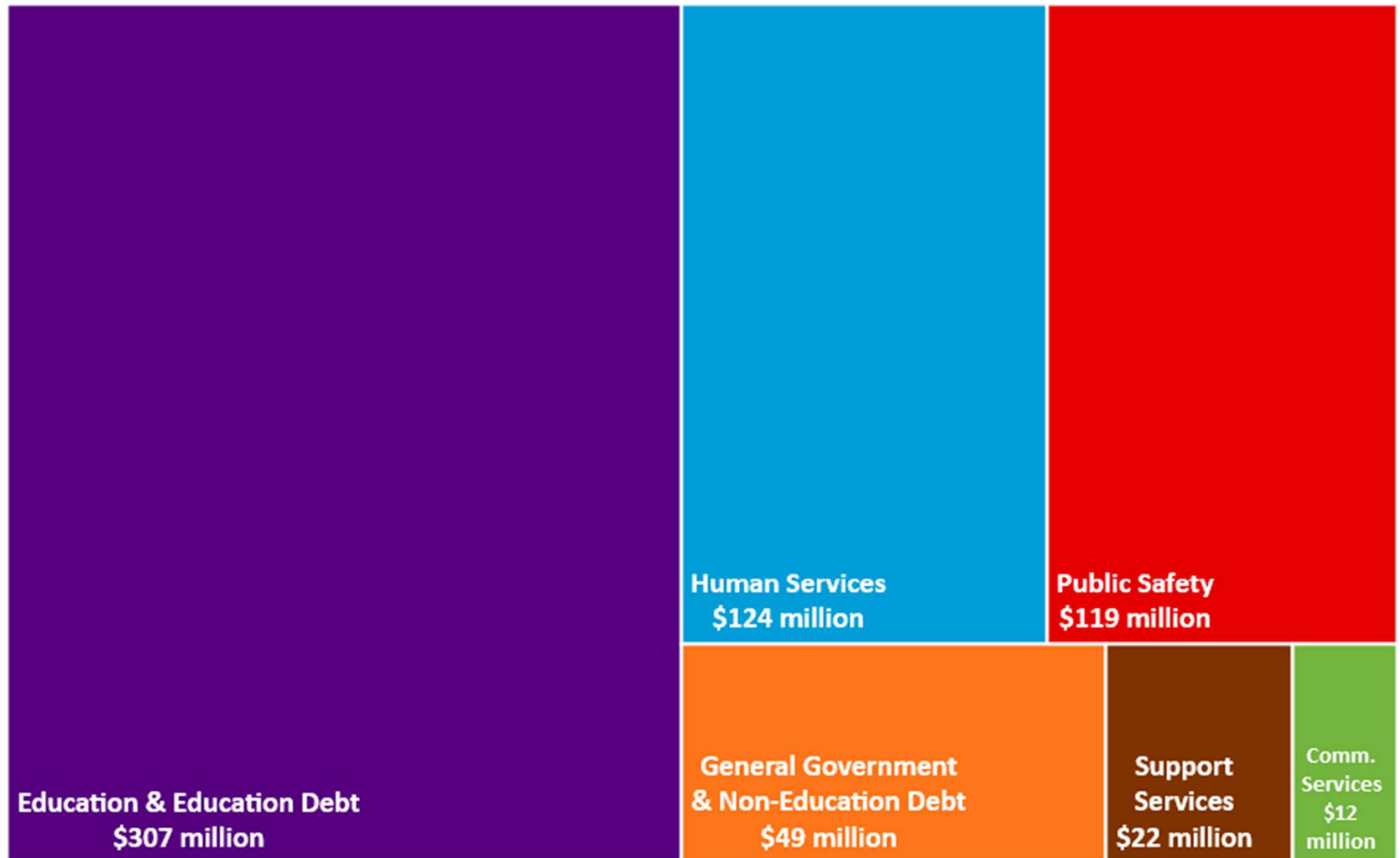
Based on:

- Prioritizing our people (staff and citizens), our services, and our infrastructure
- Prioritizing Board focus areas and priorities for FY 2021
- Reduced revenues in other areas



FY 2021 ending fund balance is based on the FY 2022 budget being about the same as the "Pre-COVID" FY 2021 expense budget of about \$650M.

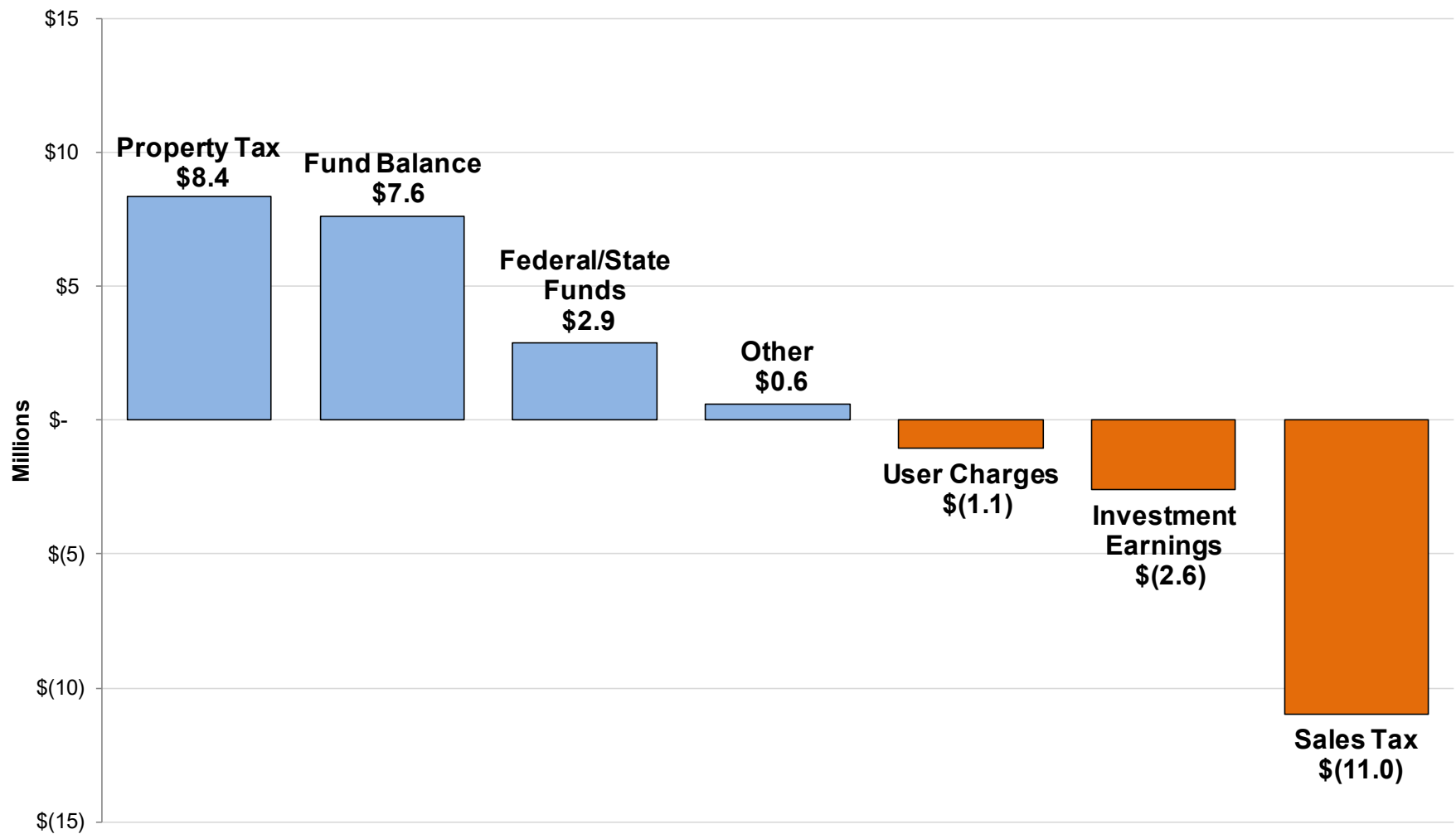
GENERAL FUND: What are we doing?



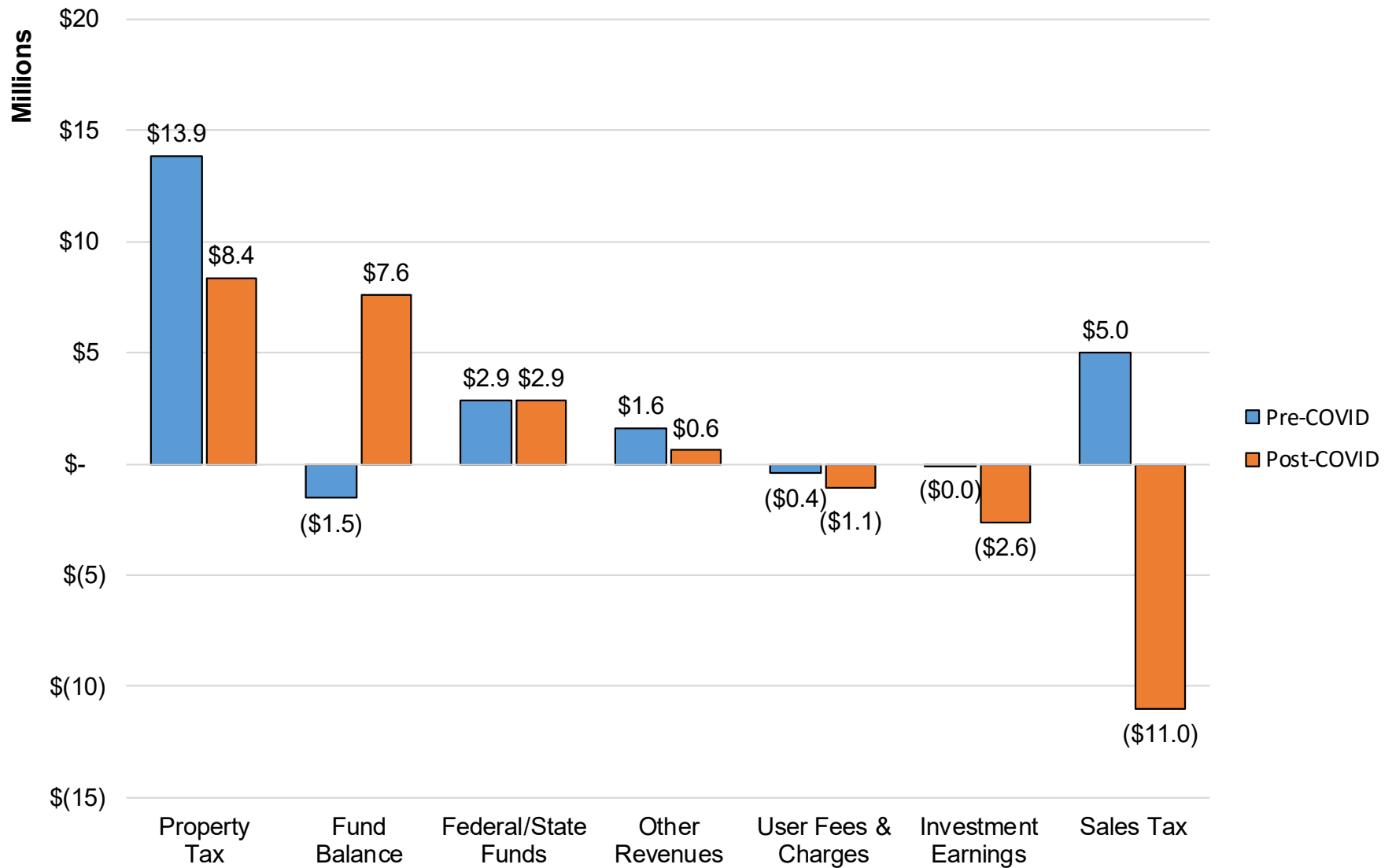
GENERAL FUND: How are we paying for it?



REVENUES: Changes by Source from FY 2020



REVENUES: Changes by Source from FY 2020



REVENUES: Property Tax

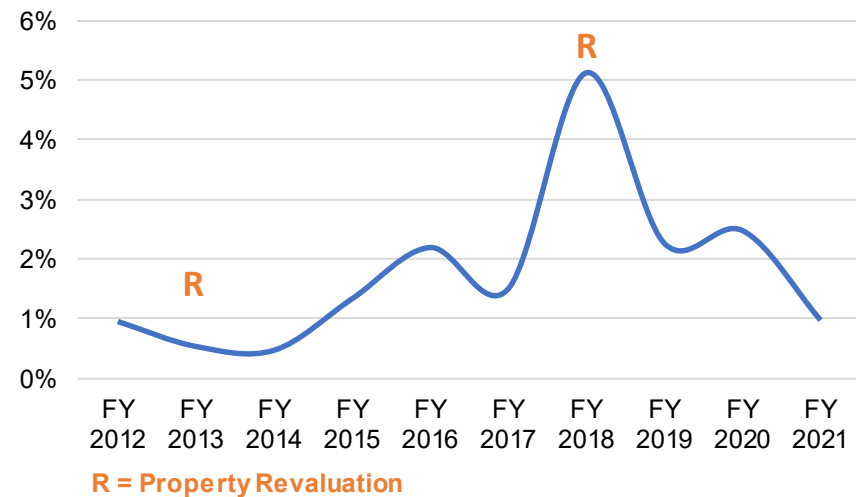
In the budget:

- Same tax rate: 73.05 cents
- \$389 million in revenue
- \$53.5 billion in value (+0.98%)

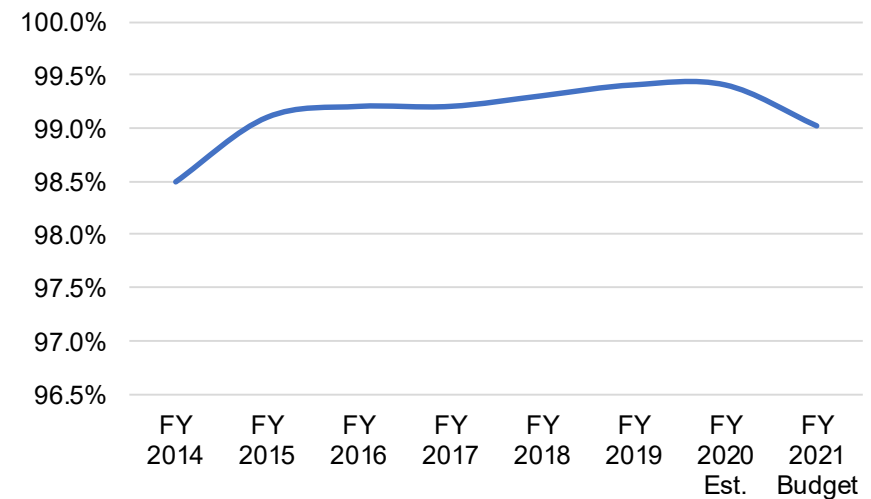
COVID Impact:

- Real property reduced \$2.3 million with more conservative valuation estimates
- Motor vehicles reduced \$3.2 million [based on recovery curve](#)

% Change in Tax Base



Collection Rate



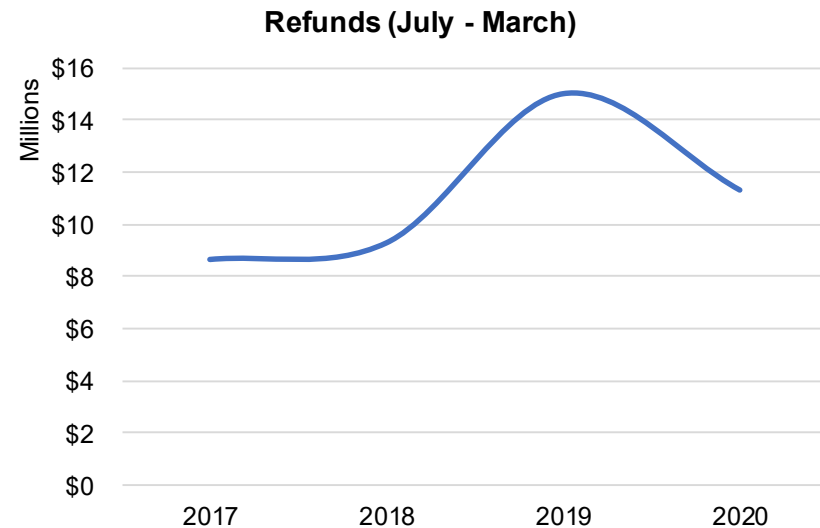
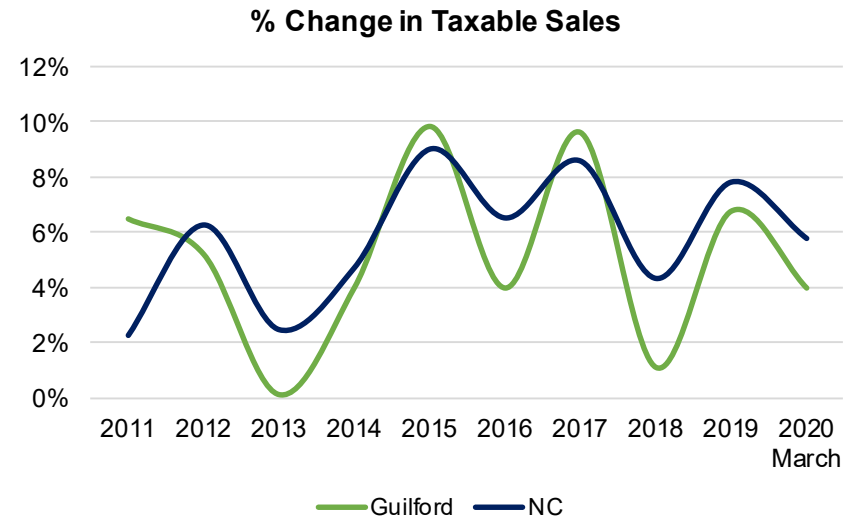
REVENUES: Sales Tax

In the budget:

- \$80 million
- Somewhat dependent on refunds – fewer in FY 2020 YTD than FY 2019

COVID Impact:

- Sales tax reduced \$16 million because of lower retail activity & general economic halt
- Revenue impact **based on recovery curve with most loss early in year**



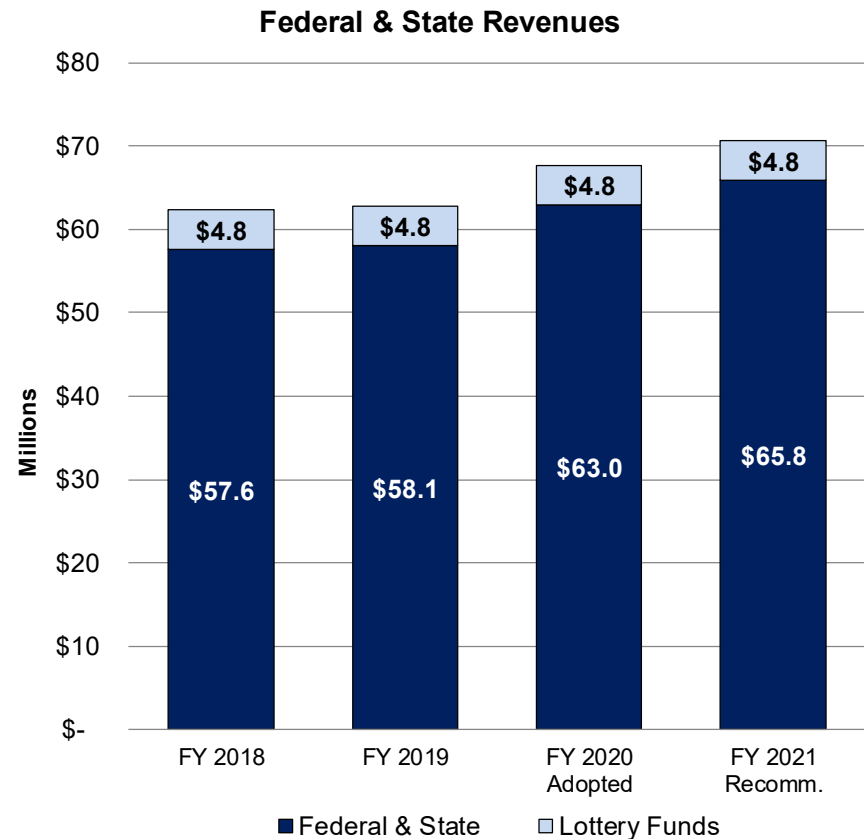
REVENUES: Federal & State Funds

In the budget:

- \$70.6 million, a \$2.8 million increase from FY 2019-20
- Includes \$4.8 million in Lottery Funds for school debt repayment
- Generally restricted revenues received on reimbursement basis

COVID Impact:

- No impact anticipated, though some payments may be delayed depending on state needs



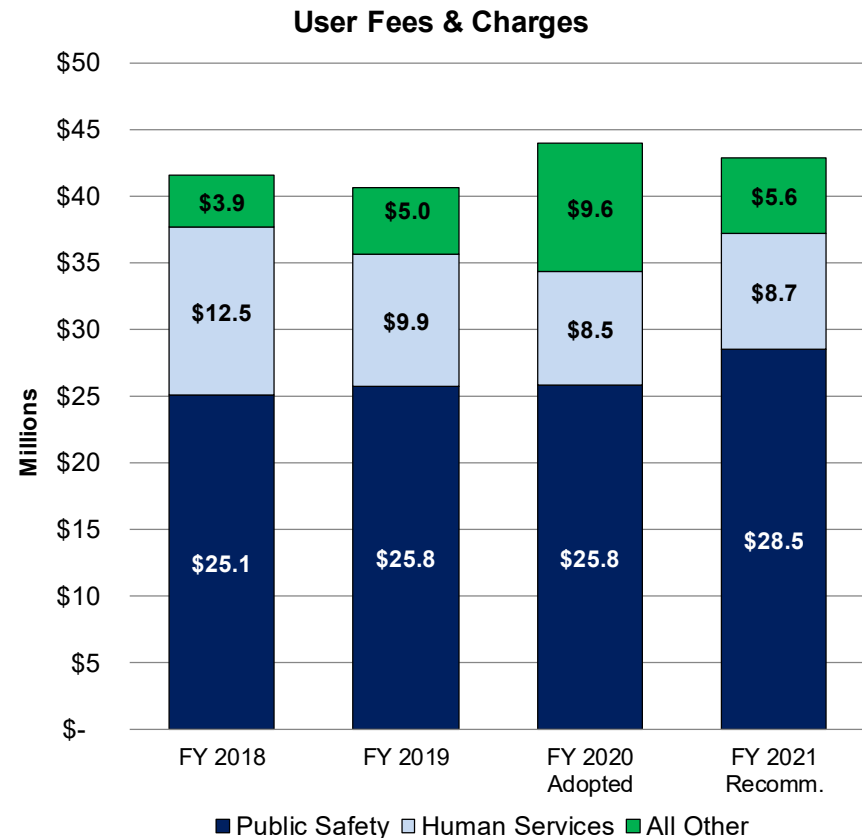
REVENUES: User Fees & Charges

In the budget:

- \$42.9 million, a \$1.1 million decrease from FY 2019-20
- Minor changes to fee schedule recommended for FY 2020-21

COVID Impact:

- Reduced additional \$645,000 from pre-COVID estimates with changes to building permits (-\$89k), well monitoring (-\$25k), register of deeds and passport fees (-\$200k, -\$65k) and sheriff special duty fees (-\$160k)
- Revenue impact [based on recovery curve with most loss early in year](#)



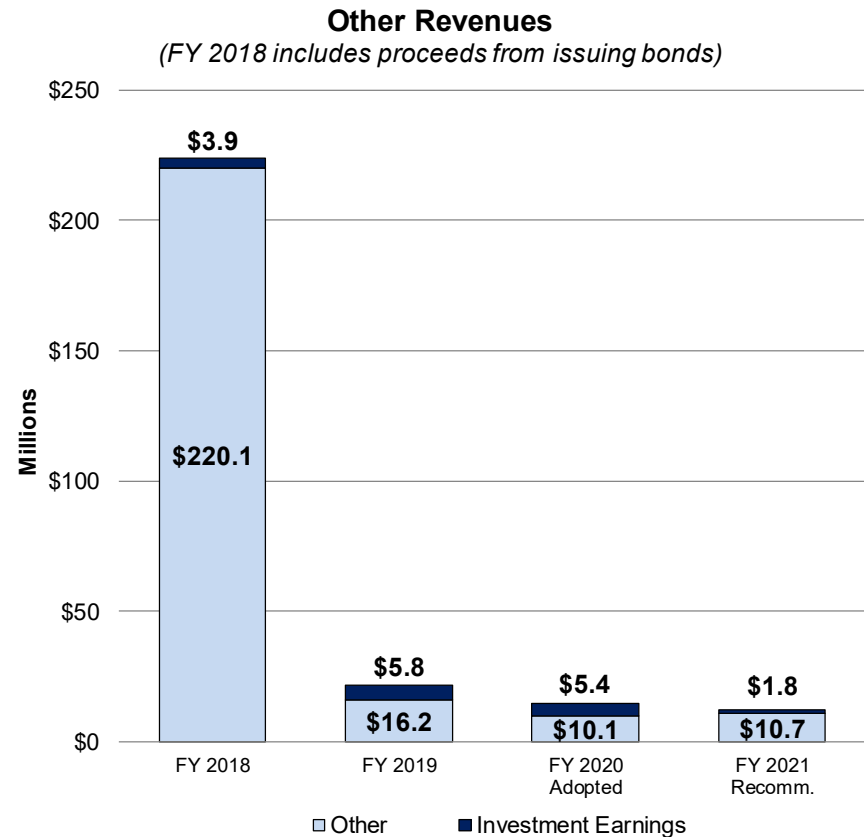
REVENUES: Investment Earnings

In the budget:

- \$1.8 million
- Earnings in capital fund recorded there since FY 2019-20

COVID Impact:

- Investment earnings reduced \$2.6M from initial projections due to reduced interest rates



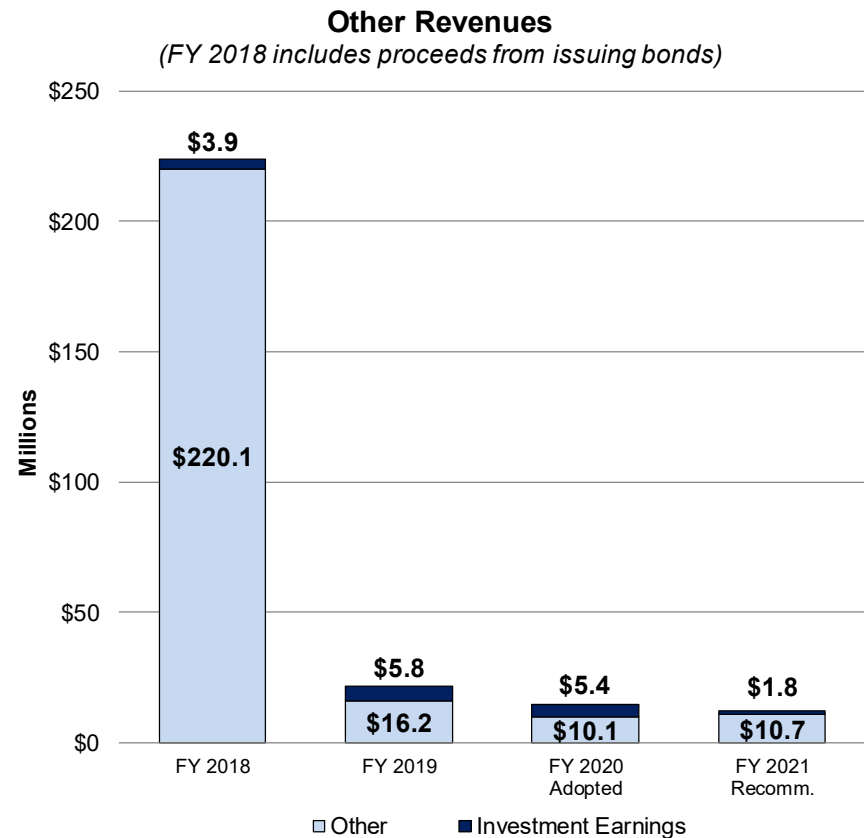
REVENUES: Other Revenues

In the budget:

- \$10.7 million, a \$605,500 increase from FY 2019-20
- Includes all remaining revenues like excise tax, late payment penalties, and miscellaneous grants and donations from outside agencies

COVID Impact:

- Reduced \$1.0 million with changes to excise tax (-\$750,000) and reduced interest on late tax payments (-\$220,600)
- Revenue impact **based on recovery curve with most loss early in year**



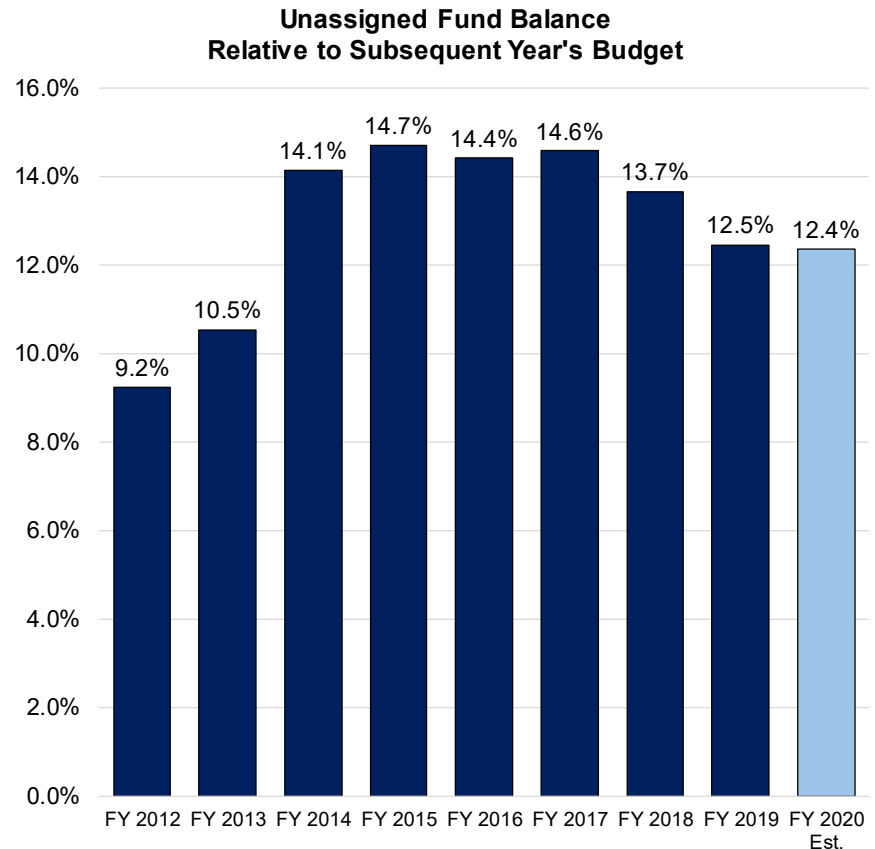
FUND BALANCE

In the budget:

- \$38.0 million total
 - *\$33.5 million general use*
 - *\$2.8 department uses other than debt*
- This is an “emergency” use of fund balance and is unsustainable for FY 2021-22

COVID Impact:

- If all fund balance is spent, unassigned fund balance will be at or below 8% after FY 2020-21



FEE SCHEDULE: Recomm. Changes & Updates

Services with Proposed Fee Changes

- Emergency Services (emergency management plan review)
- Law Enforcement (firing range)
- Register of Deeds (shipping fees for document copies & passports)

Services with Fee Updates

- Juvenile Detention (increase in state per-day subsidy)
- Law Enforcement (pistol permits, not previously listed)
- Solid Waste (tire disposal fees, set per contract)

FEE SCHEDULE: Recommended Changes

Emergency Services: Disaster Plan Review Fees for NC DHSR Regulated Facilities

Fee Information	FY 2020	FY 2021	Change
<i>Initial Plan Submission</i>			
Mental Health Facility			
Day Treatment (Non-Residential)	\$ 150.00	\$ 150.00	\$ -
Residential 1-6 Beds	\$ 175.00	\$ 200.00	\$ 25.00
Residential 7-24 Beds	\$ 200.00	\$ 200.00	\$ -
Residential 25+ Beds	\$ 250.00	\$ 200.00	\$ (50.00)
Adult Care Homes			
Day Treatment (Non-Residential)	\$ 125.00	\$ 150.00	\$ 25.00
Residential 1-6 Beds	\$ 150.00	\$ 200.00	\$ 50.00
Residential 7-24 Beds	\$ 175.00	\$ 200.00	\$ 25.00
Residential 25+ Beds	\$ 200.00	\$ 200.00	\$ -
Nursing Homes			
Residential 1-6 Beds	\$ 150.00	\$ 200.00	\$ 50.00
Residential 7-24 Beds	\$ 200.00	\$ 200.00	\$ -
Residential 25+ Beds	\$ 400.00	\$ 200.00	\$ (200.00)
<i>Annual Plan Submission</i>			
Adult Care Homes			
Day Treatment (Non-Residential)	\$ 50.00	\$ 75.00	\$ 25.00
Residential 1-6 Beds	\$ 75.00	\$ 75.00	\$ -
Residential 7-24 Beds	\$ 75.00	\$ 75.00	\$ -
Residential 25+ Beds	\$ 75.00	\$ 75.00	\$ -

FEE SCHEDULE: Recommended Changes

Law Enforcement: Firing Range Use

Fee Information	FY 2020	FY 2021	Change
<u>Firing Range (authorized agencies only)</u>			
Pistol & Rifle Ranges (per officer)	new	\$ 5.00	\$ 5.00
Shoot House - Simunition (no live fire; per officer)	new	\$ 5.00	\$ 5.00
Shoot House - Live Fire (per range visit)	new	\$ 150.00	\$ 150.00

Register of Deeds: Shipping Rates

Fee Information	FY 2020	FY 2021	Change
<u>Passport Services</u>			
Overnight Delivery	\$ 25.50	\$ 26.35	\$ 0.85
Standard Shipping	\$ 7.35	\$ 7.75	\$ 0.40
<u>Vital Records</u>			
Overnight Delivery	\$ 25.50	\$ 26.35	\$ 0.85

FEE SCHEDULE: Updates

Juvenile Detention: State In-County Youth Subsidy per Day

Fee Information	FY 2020	FY 2021	Change
In-County Youth Subsidy per Day	\$ 122.00	\$ 153.38	\$ 31.38

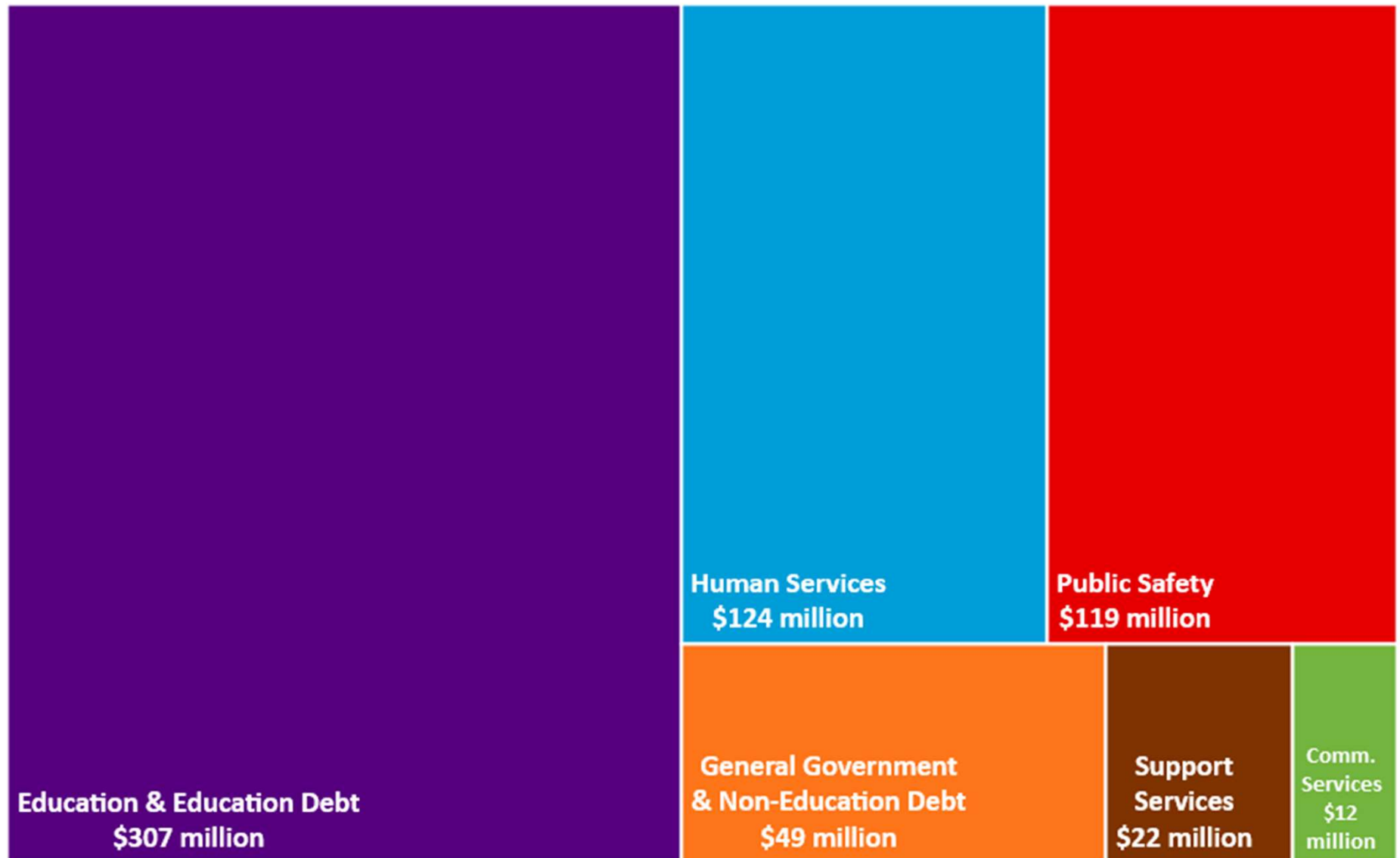
Law Enforcement: Pistol Permit Fees for Retired Law Enforcement

Fee Information	FY 2020	FY 2021	Change
<u>Pistol Purchase & Concealed Carry Permitting Fees</u>			
Concealed Carry Permit Fee - New Applicant - Retired Law Enforcement (Controlled by State Statute)	not prev. listed	\$ 40.00	\$ 40.00
Concealed Carry Permit Fee - Renewal Applicant - Retired Law Enforcement (Controlled by State Statute)	not prev. listed	\$ 40.00	\$ 40.00

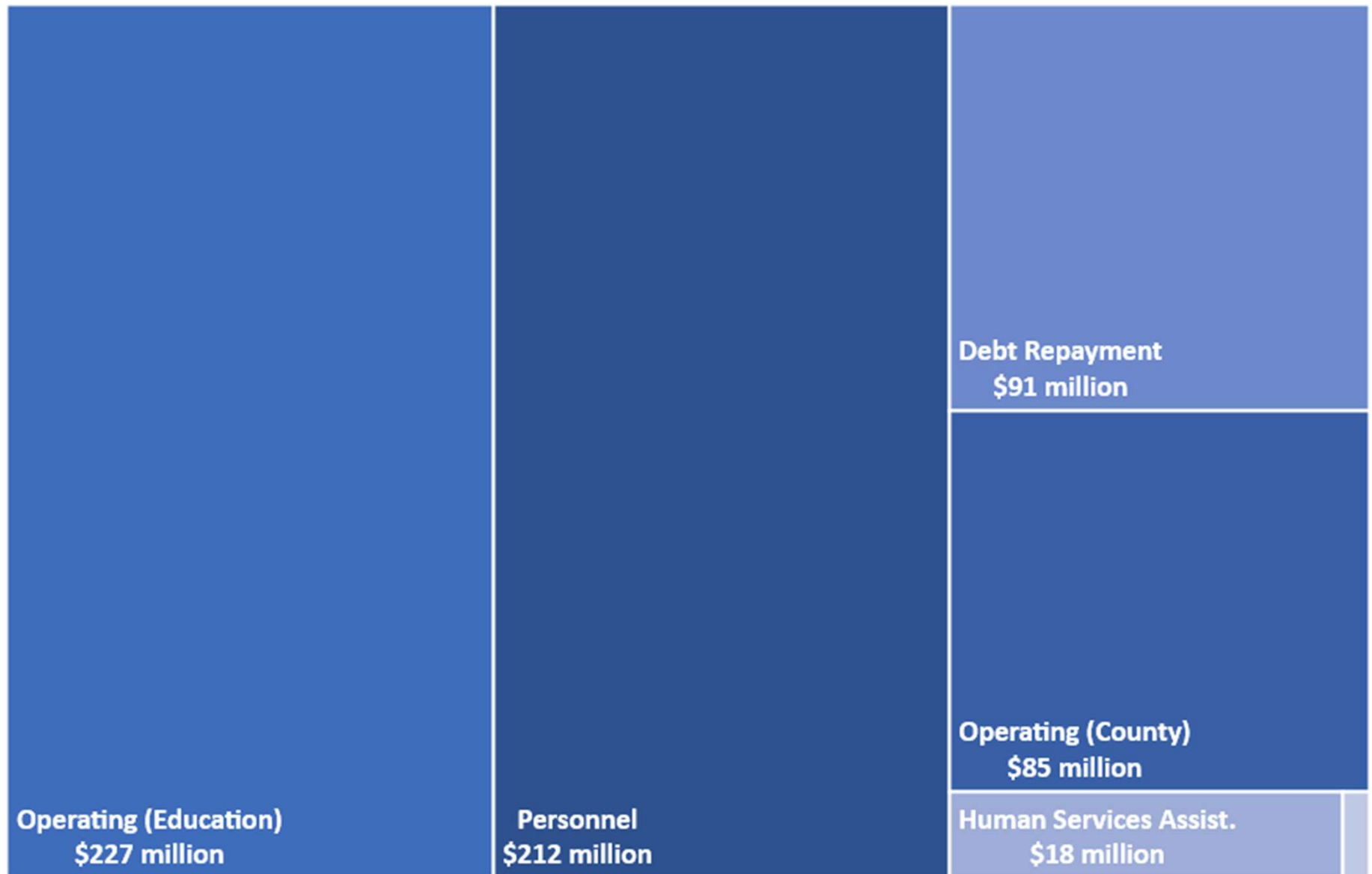
Solid Waste: Tire Disposal Rates (contract update)

Fee Information	FY 2020	FY 2021	Change
Passenger car tire disposal fee per tire	\$ 0.85	\$ 0.88	\$ 0.03
Heavy truck tire disposal fee per tire	\$ 4.36	\$ 4.50	\$ 0.14
Oversize tire per pound	\$ 0.0379	\$ 0.0391	\$ 0.0012

GENERAL FUND: What are we doing?



GENERAL FUND: How are we doing it?



BUDGET DRIVERS



Education



Debt Repayment

Personnel & Compensation



- New Positions & FY 2019-20 Additions
- Merit Pool & Market Pay Plan (Phase 2)
- State Retirement Rate & Health Care Increases



Major Operating Increases

- Inmate Medical Services, Economic Dev. Incentives, Security, Scrap Tire Disposal costs



Other Changes

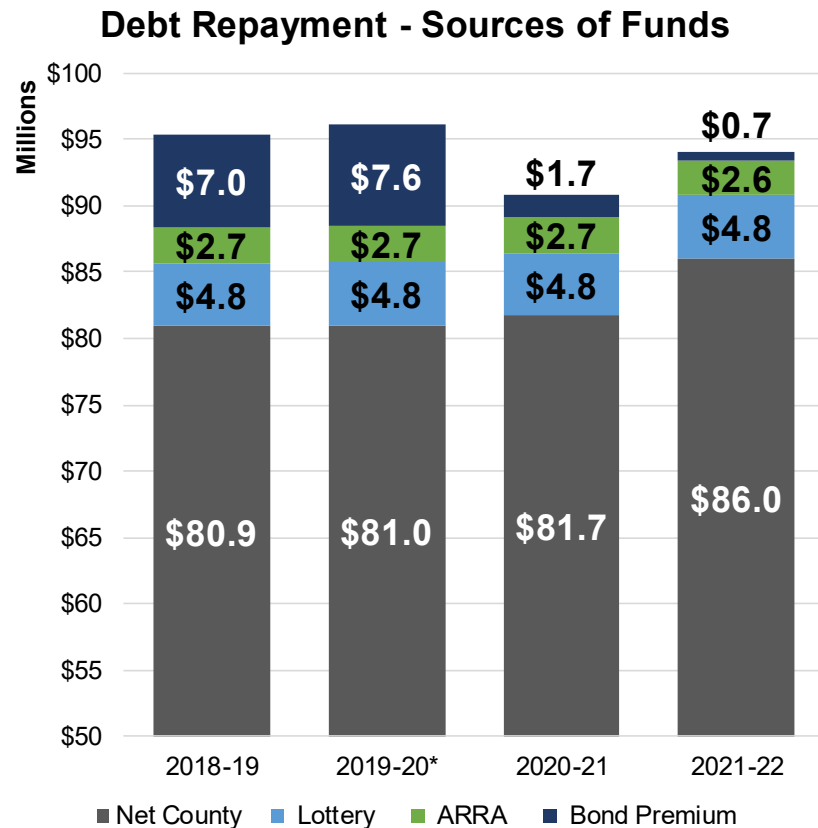
- Major Technology, Equipment & Vehicle Replacement
- Facility Maintenance & Capital Transfer

BUDGET DRIVERS: Debt Repayment



In the budget:

- \$90.8 million, a \$5.3 million decrease from FY 2019-20
- No debt leveling (-\$2.6 million)
- \$6.0 million reduction in debt premium so county funds needed for debt service increase \$700,000



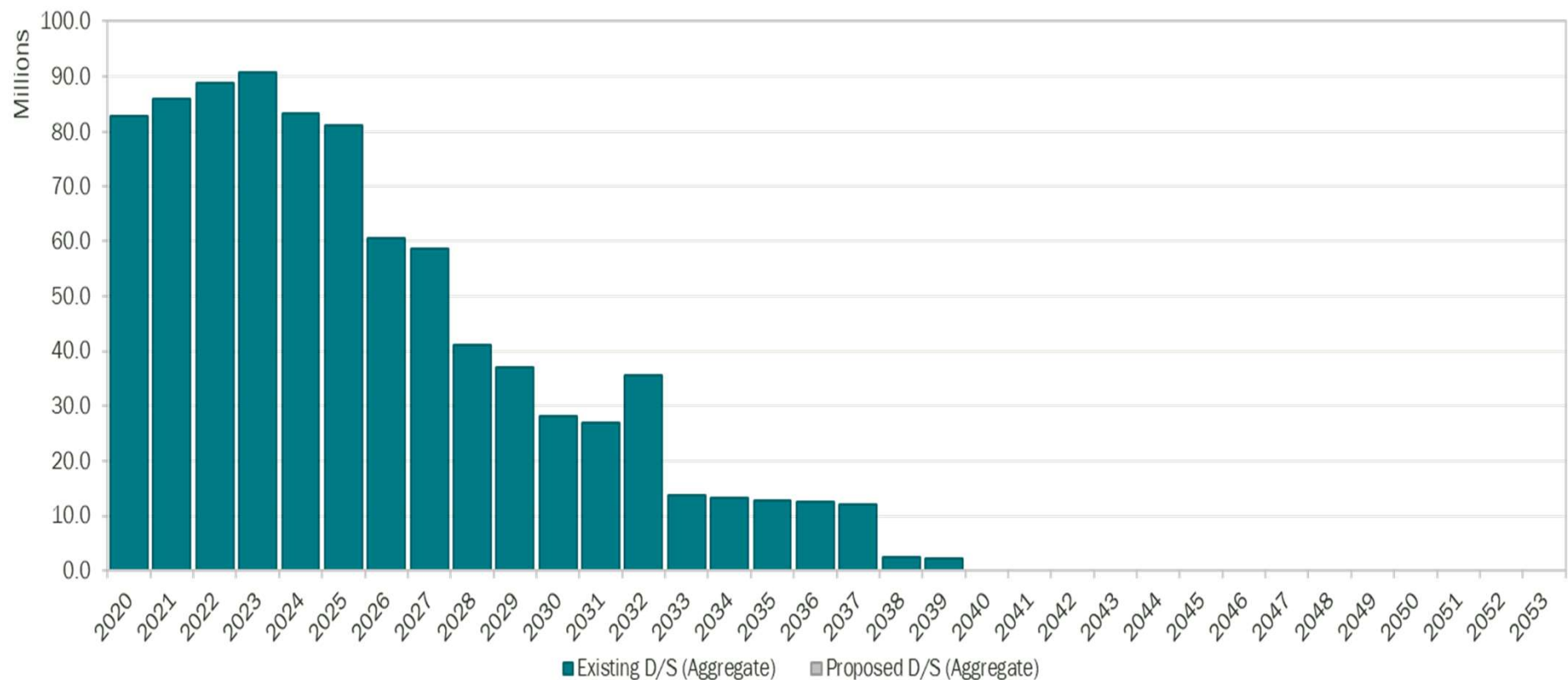
BUDGET DRIVERS: Current Debt Portfolio



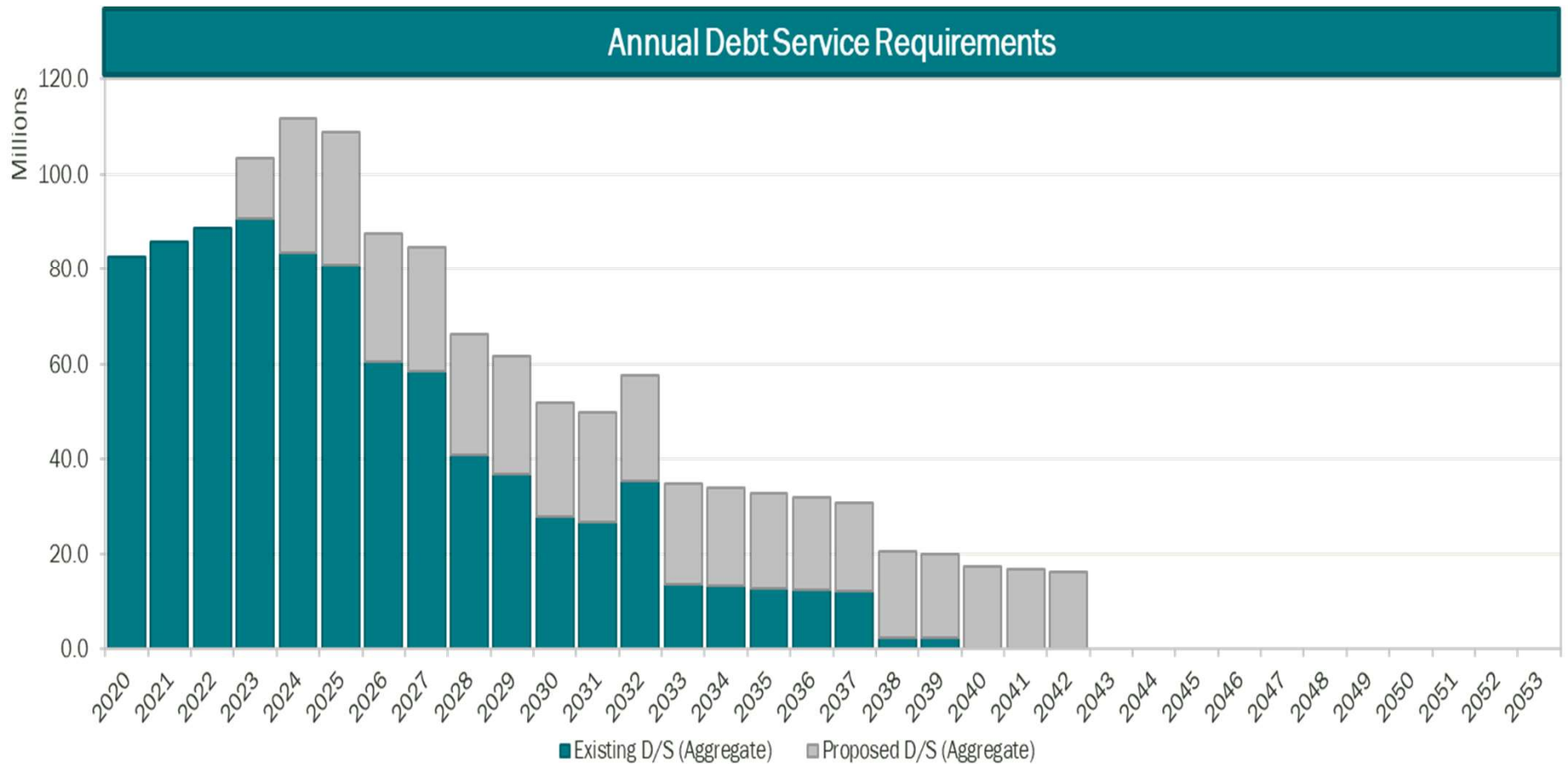
General Obligation Bonds						
Series	Description	Par	Final Maturity	Call Provision	Average Coupon	Use of Proceeds
Series 2010A	General Obligation Public Improvement Bonds	8,250,000	8/1/2020	Non-Callable	5.000%	New Money
Series 2010B	Taxable General Obligation Public Improvement Bonds (BABs)	82,500,000	8/1/2030	Make Whole Call	5.051%	New Money
Series 2010D	General Obligation Refunding Bonds	30,870,000	8/1/2022	Non-Callable	5.000%	Refunding
Series 2012A	General Obligation Public Improvement Bonds	25,700,000	3/1/2024	3/1/2022	4.122%	New Money
Series 2012B	Taxable General Obligation QSCBs	17,145,000	3/1/2032	3/1/2022	3.934%	New Money
Series 2012C	General Obligation Refunding Bonds	3,610,000	10/1/2020	Non-Callable	3.000%	Refunding
Series 2016	General Obligation Refunding Bonds	85,160,000	2/1/2029	2/1/2026	4.541%	Refunding
Series 2017A	General Obligation Bonds (2/3)	23,785,000	5/1/2037	5/1/2027	4.118%	New Money
Series 2017B	General Obligation Bonds (Referendum)	145,850,000	5/1/2037	5/1/2027	4.425%	New Money
Series 2017	General Obligation Refunding Bonds	161,585,000	3/1/2030	3/1/2027	4.633%	Refunding
Series 2019A	General Obligation Public Improvement Bonds	40,000,000	5/1/2039	5/1/2029	4.168%	New Money
Total		624,455,000			4.551%	

Limited Obligation Bonds						
Series	Description	Par	Final Maturity	Call Provision	Average Coupon	Use of Proceeds
Series 2012	Taxable Limited Obligation Bonds (QSCBs)	16,145,000	4/1/2032	4/1/2022	4.564%	New Money
Total		16,145,000			4.564%	
Grand Total		640,600,000			4.551%	

BUDGET DRIVERS: Current Debt Portfolio



BUDGET DRIVERS: Current Debt Portfolio with Proposed Bonds

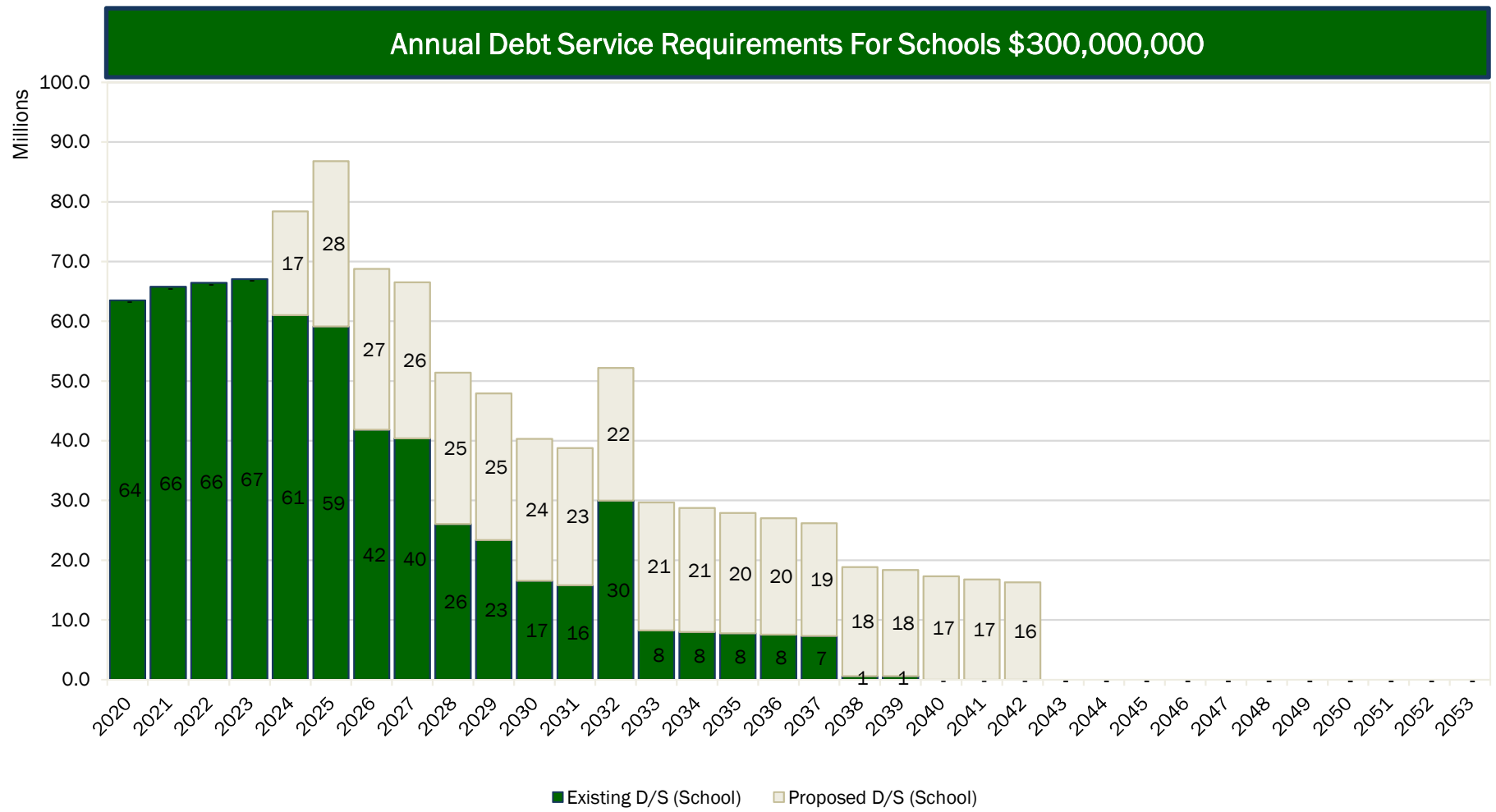


BUDGET DRIVERS: Debt Service for School Bonds



Fiscal Year	Existing Debt Service	Proposed Debt Service	Total Debt Service
2020	63,527,623	-	63,527,623
2021	65,759,128	-	65,759,128
2022	66,445,848	-	66,445,848
2023	67,040,735	-	67,040,735
2024	61,021,144	17,388,755	78,409,900
2025	59,115,787	27,711,131	86,826,919
2026	41,844,122	26,921,631	68,765,754
2027	40,414,697	26,132,131	66,546,828
2028	26,053,254	25,342,631	51,395,885
2029	23,372,506	24,553,131	47,925,637
2030	16,530,644	23,763,631	40,294,276
2031	15,806,555	22,974,131	38,780,686
2032	29,979,141	22,184,631	52,163,772
2033	8,252,263	21,395,131	29,647,394
2034	7,970,162	20,763,531	28,733,693
2035	7,753,036	20,131,931	27,884,968
2036	7,533,339	19,500,331	27,033,670
2037	7,313,641	18,868,731	26,182,372
2038	588,300	18,237,131	18,825,431
2039	571,650	17,763,431	18,335,081
2040	-	17,289,731	17,289,731
2041	-	16,791,294	16,791,294
2042	-	16,298,013	16,298,013

BUDGET DRIVERS: Proposed School Bonds

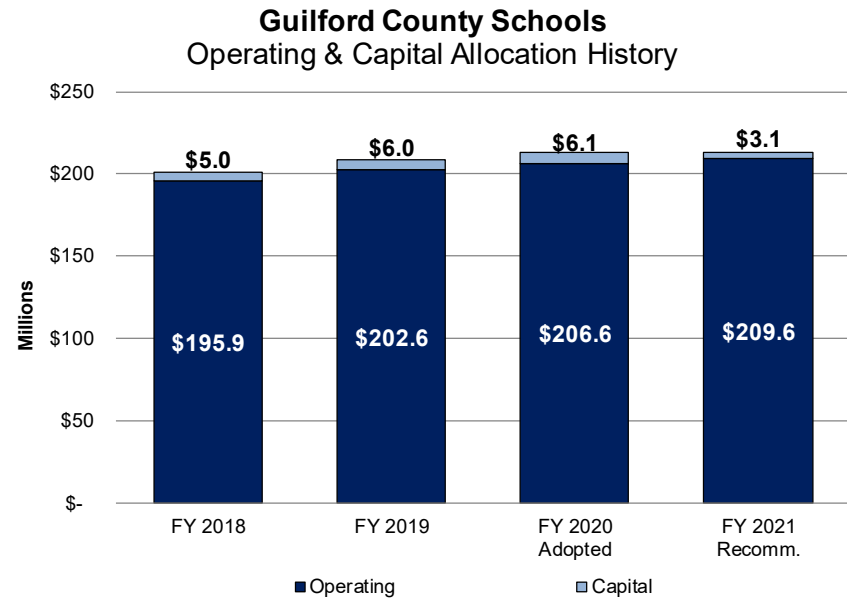


BUDGET DRIVERS: Education - GCS



In the budget:

- \$209.6 million operating, an increase of \$3 million from FY 2019-20
- \$3.1 million for capital maintenance and repair, a decrease of \$3 million
- Estimated per pupil funding increases from \$2,554 to \$2,611 (based on NC DPI ADM estimate for FY 2020-21)



COVID Impact:

- No net increase in overall GCS allocation
- GCS requested an additional \$7.5 million for operating and \$13.9 million for capital

2016-17	2017-18	2018-19	2019-20
Durham	Durham	Durham	Durham
New Hanover	New Hanover	Mecklenburg	Mecklenburg
Mecklenburg	Mecklenburg	New Hanover	Wake
Guilford	Guilford	Wake	New Hanover
Wake	Wake	Guilford	Buncombe
Buncombe	Buncombe	Buncombe	Guilford
Union	Union	Union	Union
Forsyth	Forsyth	Forsyth	Forsyth
Cumberland	Cumberland	Cumberland	Cumberland*
Gaston	Gaston	Gaston	Gaston*

BUDGET DRIVERS: Education - GTCC

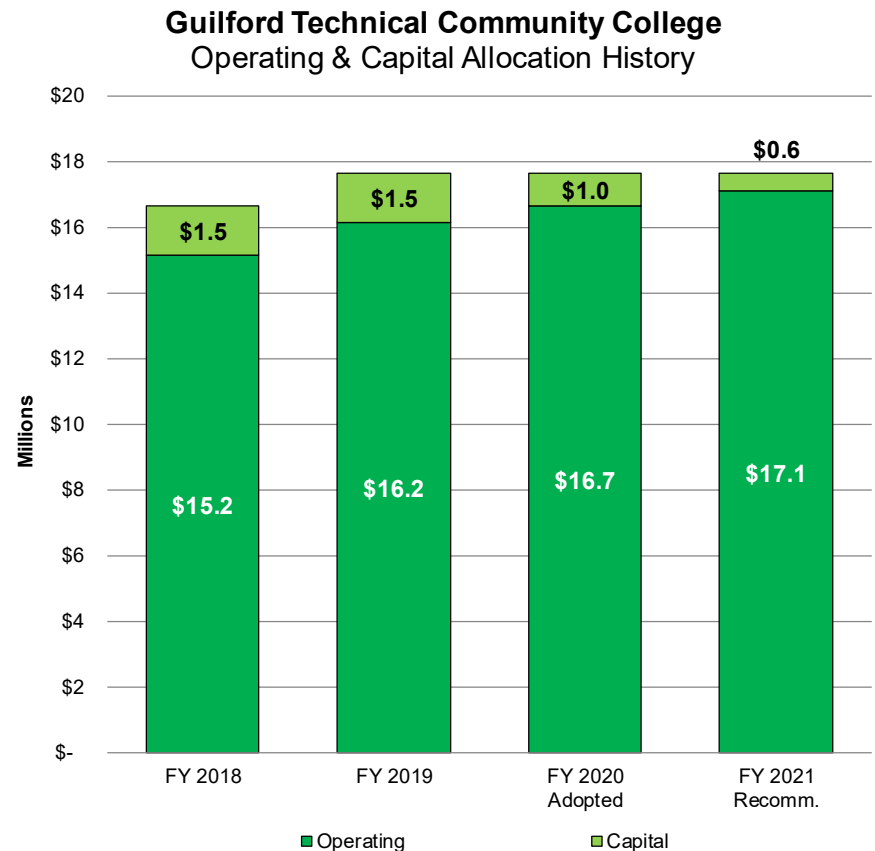


In the budget:

- \$17.1 million operating, an increase of \$450,000 from FY 2019-20
- \$550,000 for capital maintenance and repair, a decrease of \$450,000

COVID Impact:

- No net increase in overall GTCC allocation
- GTCC requested an additional \$1.03 million for operating and \$1.2 million for capital



BUDGET DRIVERS: Positions

Eight new positions are recommended based on Board priorities:



- **Information Services:** 1 IT Security Manager (\$97,500)



- **Public Health:** 1 Infant Mortality Coordinator (\$56,000, starting in September 2020)



- **Mental Health:**
 - 1 Mental Health Center Director (\$114,200, starting in mid-September 2020)
 - 5 Deputy Sheriffs (\$114,000 starting in February 2021)

BUDGET DRIVERS: Positions

39 Positions were added in FY 2019-20:



- **Public Health:** Nursing Specialist Supervisor, Nurse Specialist II, 6 Nurse Specialist Is, Community Health Consultant, Senior Office Specialist (\$610,000; grant funded)



- **Social Services:** Eligibility Supervisor, 3 Lead Eligibility Caseworkers, 20 Eligibility Caseworkers (\$1 million; county net cost \$280,000)



- **Animal Services:** Veterinarian, Customer Service Manager, Foster/Placement Coordinator, 2 Animal Cleaning Techs (\$192,000)

The budget also includes the full year cost for 4 Juvenile Detention and 6 Emergency Services positions added with mid-year starts in FY 2020 budget.

BUDGET DRIVERS: Compensation



Merit Pool

- Budget includes merit pool equal to 3% of salaries and benefits. Individual employee increase may be more or less than 3%, depending on performance evaluation score. Merits to be applied on same date in January for all employees.
 - First year net cost = \$1.85 million
(\$2.25 million less reimbursements & vacancies)
 - Full year net cost = \$4.1 million
(\$5.2 million less reimbursements & vacancies)

Market Pay Study – Phase II

- Budget pauses implementation of Phase 2 of the market compensation study recommendations (estimated cost of \$2.5 million)

BUDGET DRIVERS: Compensation



State Retirement (LGERS) Employer Contribution Increase

- The employer contribution rate for the local government employee retirement system increased from 9.02% (9.72% for LEOs) to 10.20% (10.95% for LEOs).
 - \$1.7 million net cost (\$2.02 million less reimbursements)

Health Care Employer Contribution Increase

- Budget includes additional \$8.5 million in employer contribution for group insurance (\$33.2 million in FY 20 to \$42.2 million in FY 21)
 - \$2.7 million from coverage election changes, budgeting life insurance, annual cost for mid-year start positions
 - \$5.8 million for health insurance budget increase due to claims and related costs

BUDGET DRIVERS: Major Operating Increases



Inmate Medical Services (Law Enforcement, Juvenile Detention)

- Budget includes \$670,000 for medical services for adults in the jails and youth in the Juvenile Detention Center



Security Cost Increases (Security)

- Budget includes \$150,000 increase for contract security
- No change in security coverage



Scrap Tire Disposal Cost Increase (Solid Waste)

- Budget includes \$400,000 increase for scrap tire disposal contract



Economic Development Incentives

- Budget includes \$275,000 for anticipated economic incentive grant payouts and an additional \$40,000 for economic development organizations

BUDGET DRIVERS: Tech, Equipment & Vehicles



Defer Vehicle Replacements

- Budget includes \$496,500 for 12 vehicles, \$2.7 million and 47 vehicles less than planned due to COVID impact
 - 6 for Fleet Operations (\$197,000)
 - 1 for Emergency Services (\$50,000)
 - 5 for Law Enforcement (250,000)

Defer Major Equipment & Technology Purchases and Replacements

- Budget includes \$1.3 million for technology, \$950,000 less than planned due to COVID impact
- \$730,100 total for major equipment, out of \$4.2 million requested

BUDGET DRIVERS: Facilities & Capital



Defer Facility Maintenance

- Budget includes:
 - \$2.3 million for routine maintenance (-\$167,000 from FY 2019-20)
 - \$1.5 million for special maintenance (-\$1.3M from FY 2019-20)
- Recommended amount is \$1.7 million less than planned due to COVID impact

Pause Transfer to Capital

- Budget includes no transfer to capital for FY 2020-21, a reduction of \$1.01 million from FY 2019-20
- The CIP is not fully funded. To fully fund planned projects, an average cash transfer from the General Fund of \$13.3 million is needed over the next 5 years starting in FY 2020-21 or some projects postponed

BUDGET DRIVERS: Facilities & Capital



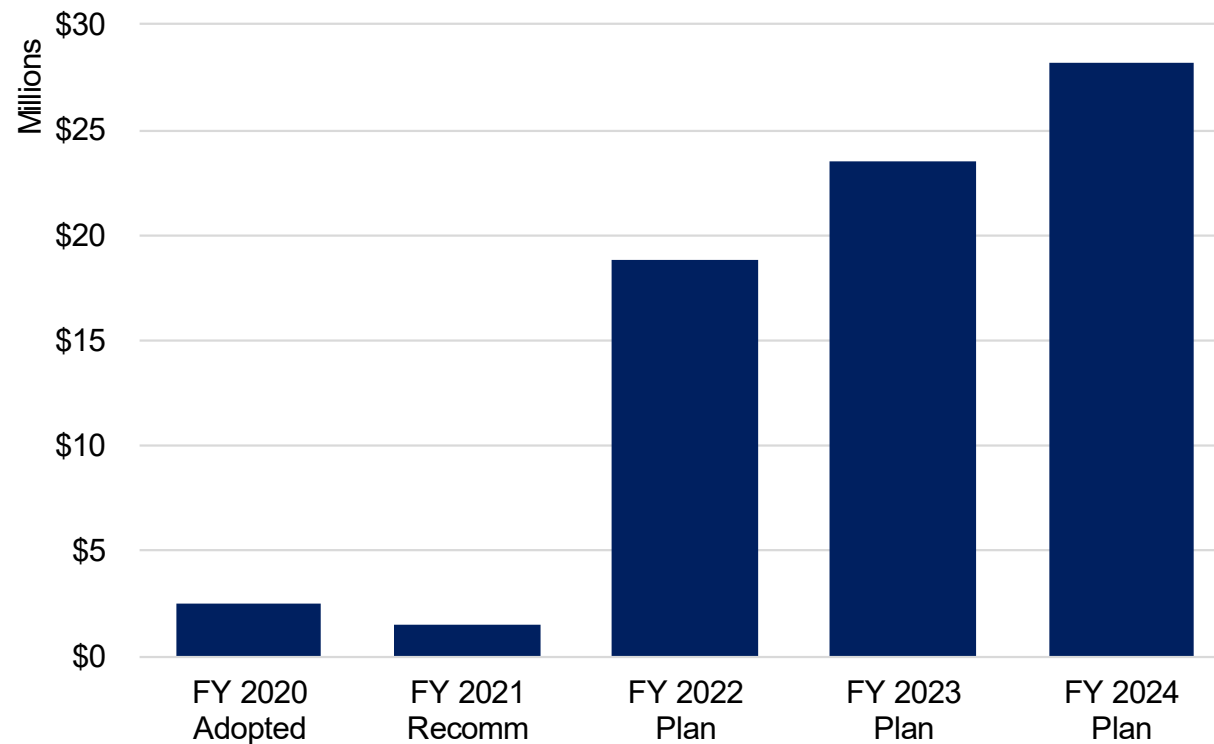
Facility Maintenance Funding Benchmarks

	Standard	Driver/Ratio	Recomm Amt	FY20 Adopt	FY21 Recomm
Routine Maintenance					
GC Facilities Before FY 2020	\$2.00 per sq ft	2,500,000 sq ft	\$5,000,000		
GC Facilities Current (APPA)	0.5-1.5% of capital replacement value	\$230/sq ft x 2.5M or \$5.75M CRV	\$5,750,000	\$2,510,391	\$2,343,054
As % of Current Replacement	1% of County buildings	\$235,697,762 in CV	\$2,356,978		
Major Maintenance					
GC Facilities Before FY 2020	\$2.25 per sq ft	2,500,000 sq ft	\$5,625,000		
GC Facilities Current (APPA)	1.5-2.5% avg of replacement value	\$230/sq ft x 2.5M or \$5.75M CRV	\$11,500,000	\$2,795,000	\$1,500,000
As % of Current Replacement	2% of County buildings	\$235,697,762 in CV	\$4,713,955		
Total (Average of Standards / Benchmarks)			\$11,648,644	\$5,305,391	\$3,843,054

BUDGET DRIVERS: Facilities & Capital



Special Facility Maintenance Budgets & Anticipated Needs



Average anticipated need is \$23.5 million through FY 2024.

BUDGET DRIVERS: Facilities & Capital



County Building Construction Fund

Unallocated Funds:

Anticipated funds	\$20.4 million
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LESS:

Board allocations to projects	-\$11.9 million
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Estimated year-end statutory reserves	<u>-\$0.3 million</u>
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Sub-total	\$8.2 million
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HOLD: Pending NC Budget passage for Behavioral Health Facility	<u>-\$7.7 million</u>
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Available Funds	\$0.5 million
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FIRE DISTRICTS



	FY2020 Adopted	FY2021 Pre-COVID	FY2021 Recomm	vs. FY20 Adopted	
Source of Funds					
Property Tax	\$ 16,254,828	\$ 16,575,393	\$ 16,228,095	\$ (26,733)	0%
Sales Tax	\$ 3,634,130	\$ 3,815,816	\$ 2,907,285	\$ (726,845)	-20%
	\$ 19,888,958	\$ 20,391,209	\$ 19,135,380	\$ (753,578)	-3.8%
Fund Balance	\$ 870,360	\$ 1,316,180	\$ 774,258	\$ (96,102)	-11.0%
Total	\$ 20,759,318	\$ 21,707,389	\$ 19,909,638	\$ (849,680)	-4.1%

Four districts requested property tax increases but none were recommended.

INTERNAL SERVICE: Risk Management



	FY2020 Adopted	FY2021 Pre-COVID	FY2021 Recomm	vs. FY20 Adopted	
Expense					
Personnel	\$ 211,502	\$ 246,240	\$ 233,180	\$ 21,678	10%
Claims Paid	\$ 2,200,000	\$ 2,450,000	\$ 2,450,000	\$ 250,000	11%
Insurance	\$ 551,008	\$ 650,000	\$ 650,000	\$ 98,992	18%
Vehicle Repair	\$ 245,000	\$ 245,000	\$ 245,000	\$ -	0%
Other	\$ 94,901	\$ 118,002	\$ 118,002	\$ 23,101	24%
	\$ 3,302,411	\$ 3,709,242	\$ 3,696,182	\$ 393,771	11.9%
Source of Funds					
Charges					
Workers Comp.	\$ 1,983,000	\$ 1,833,000	\$ 1,833,000	\$ (150,000)	-8%
Insurance	\$ 489,589	\$ 1,154,494	\$ 862,318	\$ 372,729	76%
	\$ 2,472,589	\$ 2,987,494	\$ 2,695,318	\$ 222,729	9.0%
Miscellaneous	\$ 290,000	\$ 100,000	\$ 100,000	\$ (190,000)	-65.5%
Fund Balance	\$ 539,822	\$ 621,748	\$ 900,864	\$ 361,042	67%
	\$ 3,302,411	\$ 3,709,242	\$ 3,696,182	\$ 393,771	11.9%

INTERNAL SERVICE: Healthcare



	FY2020 Adopted	FY2021 Pre-COVID	FY2021 Recomm	vs. FY20 Adopted	
Expense					
Personnel	\$ 54,897	\$ 63,752	\$ 63,752	\$ 8,855	16%
Professional Services	\$ 1,751,488	\$ 1,822,135	\$ 1,822,135	\$ 70,647	4%
Claims Paid	\$ 41,188,260	\$ 44,737,984	\$ 44,737,984	\$ 3,549,724	9%
Insurance	\$ 4,101,420	\$ 5,081,728	\$ 5,081,728	\$ 980,308	24%
Other	\$ -	\$ 86,076	\$ 86,076	\$ 86,076	n/a
	\$ 47,096,065	\$ 51,791,675	\$ 51,791,675	\$ 4,695,610	10.0%
Source of Funds					
Charges					
County	\$ 31,024,342	\$ 42,130,436	\$ 42,130,436	\$ 11,106,094	36%
Employees	\$ 6,222,832	\$ 6,590,008	\$ 6,590,008	\$ 367,176	6%
Retirees	\$ 2,587,284	\$ 2,921,403	\$ 2,921,403	\$ 334,119	13%
	\$ 39,834,458	\$ 51,641,847	\$ 51,641,847	\$ 11,807,389	29.6%
Miscellaneous	\$ 100,000	\$ 149,828	\$ 149,828	\$ 49,828	49.8%
Fund Balance	\$ 7,161,607	\$ -	\$ -	\$ (7,161,607)	-100%
	\$ 47,096,065	\$ 51,791,675	\$ 51,791,675	\$ 4,695,610	10.0%

ECONOMIC DEVELOPMENT: EDO Funding



Economic Development Organization Funding			
Organizations	FY 2020 Adopted	FY 2021 Requested	FY 2021 Recommended
African-American Atelier	\$50,000	\$50,000	\$50,000
Friends of John Coltrane	\$20,000	\$40,000	\$20,000
High Point Arts Council	\$50,000	\$55,000	\$50,000
United Arts Council GSO	\$55,000	\$55,000	\$55,000
NC Folk & Heritage Festivals	\$25,000	\$40,000	\$25,000
Downtown Greensboro	\$40,000	\$40,000	\$40,000
East Market Street NOW	\$35,000	\$35,000	\$35,000
Forward High Point Foundation	\$0	\$50,000	\$40,000
Greensboro Chamber of Commerce ¹	\$100,000	\$100,000	\$100,000
Greensboro Community Development Fund	\$0	\$0	\$0
Guilford County Tourism Development Authority ²	\$40,000	\$40,000	\$40,000
High Point Econ Dev (HPEDA)	\$100,000	\$100,000	\$100,000
High Point Market Authority	\$125,000	\$200,000	\$125,000
Junior Achievement of the Triad	\$0	\$50,000	\$0
League of International Track	\$0	\$24,500	\$0
Out of the Garden Project	\$0	\$0	\$0
Piedmont Business Capital	\$0	\$0	\$0
Piedmont Triad Film Commission	\$25,000	\$30,000	\$25,000
Renaissance Community Cooperative	\$0	\$0	\$0
Senior Resources of Guilford ⁴	\$0	\$50,000	(in DSS Budget)
Southwest Renewal Foundation of High Point, Inc.	\$25,000	\$50,000	\$25,000
Triad Local First	\$0	\$60,000	\$0
Welfare Reform Liaison Project, Inc.	\$25,000	\$25,000	\$25,000
Guilford County Economic Development Alliance ³	\$100,000	\$100,000	\$100,000
TOTAL	\$815,000	\$1,194,500	\$855,000

FY21 also incorporates an additional \$150,000 of payments to the Greensboro Housing Authority (no change from FY20).

ECONOMIC DEVELOPMENT: Incentive Grants



ACTIVE ECONOMIC DEVELOPMENT INCENTIVES

AS OF 02-MAR-20

Project	Approved Incentive	All Years Actual [1]	FY2020 Adopted	FY2021 Budget Requested	Future Years
Amada North America , Inc.	\$990,000	\$-	\$-	\$-	\$990,000
Baltek	\$89,500	\$80,500			\$-
Ecolab	\$168,750	\$100,000	\$50,000	\$18,750	\$-
Publix	\$17,532,000	\$-	\$-	\$-	\$17,532,000
Qorvo	\$333,750	\$133,500	\$66,750	\$-	\$133,500
Ralph Lauren Corporation	\$1,238,400	\$1,228,815	\$-	\$-	\$-
Springfield Service Corporation	\$37,500	\$37,500	\$-	\$-	\$-
Stanley Furniture	\$76,000	\$76,000	\$-	\$-	\$-
Syngenta Crop Protection, LLC (Approved Jan. 16, 2020) Agreement Pending	\$1,907,734	\$-	\$-	\$335,152	\$1,572,582
The Fresh Market, Inc. (Approved Nov. 21, 2019) Agreement Pending	\$106,000	\$-	\$-	\$20,000	\$86,000
HAECO Education (Approved 06-Aug-15) Agreement Pending	\$147,000	\$58,800	\$29,400	\$29,400	\$29,400
HAECO (Approved 04-Apr-13 as TIMCO) Agreement Pending	\$400,000	\$400,000	\$-	\$-	\$-
Total	\$23,026,634	\$2,115,115	\$146,150	\$403,302	\$20,343,482

1) Includes paid and encumbered.